

Message Text

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PAGE 01 MOSCOW 15520 121612Z

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ACTION EB-11

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E.O. 11652: N/A

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SUBJ: ACCREDITATION OF PERKIN-ELMER CORP.

REF: A. MOSCOW 8117; B. STATE A-5608 OF 6/30/73

1 ELNNANT SJODELL, PERKIN-ELMER'S USSR SALES MANAGER, CALLED ON EMBOFF DEC 12 TO DISCUSS COMPANY'S INTEREST IN OBTAINING ACCREDITED STATUS. SJODELL APPEARED GENERALLY UNINFORMED ON COMPANY'S PREVIOUS CONTACTS WITH SOVIETS ON SUBJECT (REF MESSAGES). EMBOFF GAVE SJODELL RUNDOWN ON CURRENT ACCREDITATION SITUATION AND COPY OF HAND-OUT ON APPLICATION PROCEDURES.

2. SJODELL REPORTED THAT PERKIN-ELMER'S SALES TO USSR PROGRESSING WELL AND THAT 1974 SALES COULD REACH FIVE MILLION DOLLARS IF SEVERAL PENDING DEALS GO THROUGH. COMPANY PLANS PARTICIPATE IN FOUR 1974 SOVIET EXHIBITIONS, INCLUDING "ZDRANOOKHNENIYE" AND "POLYMERY". EMBOFF CALLED ATTENTION TO PLANS FOR OFFICIAL COMERCE PARTICIPATION IN FORMER AND LIKELIHOOD OF OFFICIAL PARTICIPATION IN LATTER AND SUGGESTED PERKIN-ELMER MIGHT WISH TO CONSIDER JOINING COLLECTIVE EFFORT IF SPACE AVAILABLE. SJODELL WAS DEFINITELY INTERESTED IN THIS POSSIBILITY, BUT NOTED THAT PERKIN-ELMER WOULD WISH EXHIBIT INSTRUMENTS MADE IN UK/FRG AS WELL AS IN US. (COMMENT: FOR THIS AND FUTURE CASES, CAN COMMERCE PROVIDE GUIDELINE FOR PERCENTAGE OF COMPANY'S EXHIBITED EQUIPMENT WHICH MUST BE OF US ORIGIN IN ORDER QUALIFY FOR PARTI-
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CIPATION IN OFFICIALLY-SPONSORED EXHIBITS.) MELENCAMP

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